



Arlin Kalenchuk

PRODUCT MANAGER

20 yrs experience in machine vision

SKILLS

Business Plans & Marketing
Customer Relations
Presentation & Training
AIA CVP certified
MATLAB, LabVIEW, CVP Expert
GigE Vision, GenICam Developer
CAD, Manufacturing, Fabrication
Software Dev (C++)
Website Dev (Perl, HTML)
Database Dev (MySQL, Excel)

EDUCATION

B.Electrical Eng. (Computer & AI focus) - UBC
Dean's Honours

HIGHLIGHTS

- 1 Founding member of three successful machine vision startups: QImaging, IDT, Prosilica.
- 2 Defined and launched Alvium, an industry-first custom ASIC based camera, expanding Allied Vision into embedded vision.
- 3 Alongside PM director, fostered a professional, effective 10 member PM team through mentoring, training, and tool creation.
- 4 Coded market-first camera FireWire interface, bringing rapid commercial success to QImaging.

EXPERIENCE

2016 - 2021 | Commercial Product Manager | Allied Vision

Developed Alvium business plan, containing market segmentation, customer profiling, product definition, pricing, go-to market strategies. Achieved company and partner buy-in. Created and presented marketing campaigns. Provided sales, distributor, and AE training.

Created market, competitor, and sensor databases – highly utilized tools accurately assessing industry and competitive intelligence.

2012 - 2016 | Technical Product Manager | Allied Vision

Expanded company into embedded systems by developing a SOM/SOC compatible serial interface and driver.

CRS definition. Feature & bug triage. Managing 3rd party SW and HW compliance. Sales & marketing technical assistance.

2008 - 2012 | App. Engineer, V&V, Tech Writer | Prosilica

On-site customer support. Camera Validation. Technical manual, SDK and 3rd party SW code examples, application note creation.

2004 - 2008 | Production Engineer | Prosilica

Directed camera manufacturing. Technician training, document, jig, test software creation. RMA and root-cause analysis.

2001 - 2002 | Software Engineer | Integrated Design Tools (IDT)

Developed FireWire interface for velocimetry cameras.

1999 - 2001 | Software Engineer | QImaging

Developed industry-first camera FireWire interface. Coded SDK, GUI, drivers, and support tools.

CONTACT



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